

Heartland MLS Statistics - Missouri Total
Month of November 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,574	1,077	583	543	615	8,834
New Listings This Month	840	406	164	155	130	2,858
Show for Backup This Month	237	85	28	44	27	682
Pending Contracts						
Current Month 2016	522	269	130	92	91	1,867
Current Month 2015	720	340	143	106	63	2,288
Difference	-198	-71	-13	-14	28	-421
% Change	-28%	-21%	-9%	-13%	44%	-18%
Year To Date 2016	10,285	5,259	2,372	1,540	1,397	36,075
Year To Date 2015	9,973	4,908	2,083	1,517	1,186	34,581
Difference	312	351	289	23	211	1,494
% Change	3%	7%	14%	2%	18%	4%
Closed Sales						
Current Month 2016	823	414	182	108	111	2,777
Current Month 2015	628	301	142	99	80	2,163
Difference	195	113	40	9	31	614
% Change	31%	38%	28%	9%	39%	28%
Year To Date 2016	10,265	5,165	2,319	1,501	1,348	35,524
Year To Date 2015	9,522	4,700	1,952	1,464	1,158	33,159
Difference	743	465	367	37	190	2,365
% Change	8%	10%	19%	3%	16%	7%
Average Sale Price						
Current Month 2016	\$170,046	\$183,701	\$225,016	\$180,733	\$141,358	\$212,561
Current Month 2015	\$156,814	\$178,220	\$245,464	\$176,202	\$137,279	\$200,969
Difference	13,232	5,482	-20,448	4,531	4,079	11,592
% Change	8%	3%	-8%	3%	3%	6%
Year To Date 2016	\$174,968	\$190,680	\$236,702	\$190,837	\$139,881	\$214,429
Year To Date 2015	\$160,983	\$178,532	\$222,078	\$175,742	\$131,012	\$202,195
Difference	13,985	12,148	14,624	15,095	8,869	12,234
% Change	9%	7%	7%	9%	7%	6%

Pending Contracts = Pending or Sold status and Contract date within time period specified

Closed Sales = Sold status with Settlement Date within time period Specified

Show for Backup Contracts = Show for Backup status and Contract date within time period specified

Heartland MLS Statistics - Missouri New Homes
Month of November 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	334	258	118	171	25	1,681
New Listings This Month	50	55	23	28	2	293
Show for Backup This Month	10	4	1	2	1	27
Pending Contracts						
Current Month 2016	28	35	28	13	2	198
Current Month 2015	30	47	21	12	1	208
Difference	-2	-12	7	1	1	-10
% Change	-7%	-26%	33%	8%	100%	-5%
Year To Date 2016	565	698	388	163	41	3,511
Year To Date 2015	560	626	315	127	35	3,208
Difference	5	72	73	36	6	303
% Change	1%	12%	23%	28%	17%	9%
Closed Sales						
Current Month 2016	35	50	32	10	7	258
Current Month 2015	35	42	27	8	3	197
Difference	0	8	5	2	4	61
% Change	0%	19%	19%	25%	133%	31%
Year To Date 2016	575	660	366	133	40	3,266
Year To Date 2015	492	577	282	115	38	2,932
Difference	83	83	84	18	2	334
% Change	17%	14%	30%	16%	5%	11%
Average Sale Price						
Current Month 2016	\$303,664	\$300,344	\$385,458	\$261,732	\$234,846	\$383,450
Current Month 2015	\$304,004	\$305,524	\$359,200	\$326,912	\$231,432	\$351,123
Difference	-341	-5,180	26,257	-65,180	3,413	32,327
% Change	0%	-2%	7%	-20%	1%	9%
Year To Date 2016	\$323,380	\$304,925	\$371,025	\$322,759	\$226,741	\$373,558
Year To Date 2015	\$320,440	\$294,717	\$339,365	\$302,309	\$223,954	\$359,170
Difference	2,940	10,207	31,660	20,450	2,787	14,388
% Change	1%	3%	9%	7%	1%	4%

Pending Contracts = Pending or Sold status and Contract date within time period specified

Closed Sales = Sold status with Settlement Date within time period Specified

Show for Backup Contracts = Show for Backup status and Contract date within time period specified

Heartland MLS Statistics - Missouri Resale
Month of November 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,240	819	465	372	590	7,153
New Listings This Month	790	351	141	127	128	2,565
Show for Backup This Month	227	81	27	42	26	655
Pending Contracts						
Current Month 2016	494	234	102	79	89	1,669
Current Month 2015	690	293	122	94	62	2,080
Difference	-196	-59	-20	-15	27	-411
% Change	-28%	-20%	-16%	-16%	44%	-20%
Year To Date 2016	9,720	4,561	1,984	1,377	1,356	32,564
Year To Date 2015	9,413	4,282	1,768	1,390	1,148	31,370
Difference	307	279	216	-13	208	1,194
% Change	3%	7%	12%	-1%	18%	4%
Closed Sales						
Current Month 2016	788	364	150	98	104	2,519
Current Month 2015	593	259	115	91	77	1,966
Difference	195	105	35	7	27	553
% Change	33%	41%	30%	8%	35%	28%
Year To Date 2016	9,690	4,505	1,953	1,368	1,308	32,258
Year To Date 2015	9,030	4,123	1,670	1,349	1,117	30,224
Difference	660	382	283	19	191	2,034
% Change	7%	9%	17%	1%	17%	7%
Average Sale Price						
Current Month 2016	\$164,111	\$167,679	\$190,788	\$172,468	\$135,065	\$195,058
Current Month 2015	\$148,127	\$157,576	\$218,761	\$162,953	\$133,610	\$185,923
Difference	15,984	10,103	-27,972	9,515	1,455	9,135
% Change	11%	6%	-13%	6%	1%	5%
Year To Date 2016	\$166,162	\$173,942	\$211,529	\$178,011	\$137,225	\$198,318
Year To Date 2015	\$152,295	\$162,272	\$202,272	\$164,952	\$127,809	\$186,973
Difference	13,866	11,670	9,257	13,059	9,416	11,345
% Change	9%	7%	5%	8%	7%	6%

Pending Contracts = Pending or Sold status and Contract date within time period specified

Closed Sales = Sold status with Settlement Date within time period Specified

Show for Backup Contracts = Show for Backup status and Contract date within time period specified